

Women in Business Trade Mission
February 5-9, 2007
Registration Questionnaire

*In order for us to assist you in meeting your goal(s) for the trade mission, please complete this questionnaire.
We will use its contents to identify and select foreign companies that meet your specific needs*

[Skip parts A. & B. if you have completed the Participation Agreement]

A. COMPANY INFORMATION:

Company name: _____
Address: _____
City: _____
State: _____
Zip code: _____
Telephone: _____
Fax: _____

Key contact: _____
Title: _____
E-mail address: _____
Website: _____

Your company's activities:

- | | |
|--|---|
| <input type="checkbox"/> Manufacturer | <input type="checkbox"/> Service company |
| <input type="checkbox"/> Exclusive distributor | <input type="checkbox"/> Other (please specify) |
| <input type="checkbox"/> Export management company | |

Year company established: _____
Number of employees: _____

Annual sales range:

- | | |
|--|--|
| <input type="checkbox"/> \$ 0 - 500,000 thousand | <input type="checkbox"/> \$ 10 - 25 million |
| <input type="checkbox"/> \$ 500,000 - 1 million | <input type="checkbox"/> \$ 25 - 50 million |
| <input type="checkbox"/> \$ 1 - 2.5 million | <input type="checkbox"/> \$ 50 - 100 million |
| <input type="checkbox"/> \$ 2.5 - 5 million | <input type="checkbox"/> \$ 100 - 250 million |
| <input type="checkbox"/> \$ 5 - 10 million | <input type="checkbox"/> More than \$250 million |

Percent sales from exports: _____

Countries/areas of present export

Main U.S. competitors:

Main Dutch, and Belgian competitors:

B. PRODUCT/SERVICE INFORMATION

Is the product/service of U.S. origin (at least 51 percent U.S. parts and labor)? Yes / No

Does your company produce or have title to the product/service? Yes / No

If not, does your company have documented rights to represent this product / service? Yes / No

Product (brand) description:

List certifications (ISO, CE mark, etc.):

Describe features and competitive advantages:

Describe end-users and/or target market:

How is your product typically distributed and marketed?:

What type of licensing or registration does it require in the U.S.?

Does your product have dual-use applications?

C. BUSINESS OBJECTIVES

Multiple options possible:

- ☐ To increase my understanding of host nations' market
- ☐ Business development through one-on-one appointments with potential business clients/partners
- ☐ Expand my contact-base by participating in networking opportunities with foreign industry officials
- ☐ I am interested in partnerships (e.g. joint ventures)
- ☐ I am considering a production or warehousing/distribution facility in one of the markets
- ☐ Other (please specify): _____

D. PROFILE OF BUSINESS PROSPECTS

What type of business contacts are you seeking?

- ☐ Importer/Distributor/Wholesaler
☐ Agent / sales representative
☐ Other (please specify): _____

- ☐ Direct sales
☐ Joint-venture partnership or licensee

What other products should your prospective business contact typically handle?

Describe any service and expertise required:

Certification requirements, if known (indicate agency):

Do you currently have a representative in the Netherlands or Belgium? Yes / No
<If yes, please list the contact's name and address in each country>

If you already are represented, have you informed your participation in the trade mission? Yes / No

Are there any companies in the Netherlands or Belgium you wish us to contact? Yes / No
<If yes, please list them>

Are there any companies we should **not** approach? Yes / No
<If yes, please list them>

Is there any other information that would help us locate contacts for your product/service? Yes /
No
<If yes, please describe>

E. OTHER

Are you currently working with a U.S. Export Assistance Center (USEAC)? Yes / No
<If yes, please provide USEAC city and Trade Specialist name>

- End of questionnaire -

Reminder: In order to complete your registration, please make sure you also submit the following two documents:

1. Participation agreement
2. Credit card processing form

Official U.S. Commercial Service Use Only

Date received: _____

Received by: _____

Participation agreement: _____

USEAC: _____

Credit card details: _____